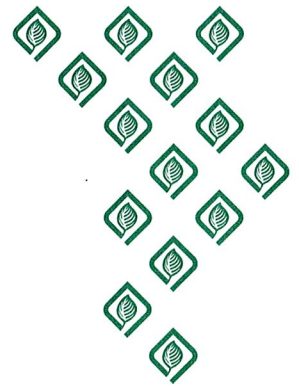


## **CRA PUBLIC FILE INDEX**

- 1. Written Comments**
- 2. CRA Public Performance Evaluation**
- 3. List of Branches**
- 4. List of Branches Opened or Closed**
- 5. List of Services, Fees and Hours**
- 6. Map of Each Assessment Area**
- 7. HMDA Disclosure Statement**
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**GreenLeaf Bank has not received any written correspondence or comments from the public regarding the institution's CRA performance during 2021, 2022, or 2023.**

# **PUBLIC DISCLOSURE**

September 11, 2020

## **COMMUNITY REINVESTMENT ACT PERFORMANCE EVALUATION**

GreenLeaf Bank  
Certificate Number: 12661

1608 Day Street  
Greenleaf, Wisconsin 54126

Federal Deposit Insurance Corporation  
Division of Depositor and Consumer Protection  
Chicago Regional Office

300 South Riverside Plaza, Suite 1700  
Chicago, Illinois 60606

This document is an evaluation of this institution's record of meeting the credit needs of its entire community, including low- and moderate-income neighborhoods, consistent with safe and sound operation of the institution. This evaluation is not, nor should it be construed as, an assessment of the financial condition of this institution. The rating assigned to this institution does not represent an analysis, conclusion, or opinion of the federal financial supervisory agency concerning the safety and soundness of this financial institution.

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## INSTITUTION RATING

**INSTITUTION'S CRA RATING:** This institution is rated Satisfactory.

An institution in this group has a satisfactory record of helping to meet the credit needs of its assessment area, including low- and moderate-income neighborhoods, in a manner consistent with its resources and capabilities.

This rating is supported by the following:

- The net loan-to-deposit ratio is reasonable given the institution's size, financial condition, and credit needs of the assessment area (AA).
- The bank originated a majority of home mortgage and small business loans in the AA.
- The geographic distribution of home mortgage and small business loans reflects reasonable dispersion throughout the AA.
- The distribution of borrowers reflects a reasonable penetration among individuals of different income levels and businesses of different sizes.
- The bank has not received any CRA-related complaints since the previous evaluation. Therefore, this performance criterion was not evaluated.

## DESCRIPTION OF INSTITUTION

GreenLeaf Bank (GB) is a community bank headquartered in Greenleaf, Wisconsin. It is wholly-owned by G.W. Bancorp, a one-bank holding company also headquartered in Greenleaf. The bank has one branch office located in Wrightstown, Wisconsin. GB closed a second branch office located in a middle-income census tract in Wayside, Wisconsin on September 29, 2017. Currently both banking offices are located in the same upper-income census tract in Brown County, which is part of the Green Bay, Wisconsin, Metropolitan Statistical Area (MSA).

GB had total assets of \$114,011,000, total deposits of \$98,171,000 and total loans of \$58,577,000 as of June 30, 2020, according to the bank's Call Report. The loan portfolio as of that date is broken down in the following table. Total loans increased by 44.5 percent since the previous evaluation dated July 28, 2014; however, the loan composition did not change significantly.

<b>Loan Distribution as of 6/30/2020</b>		
<b>Loan Type</b>	<b>Dollar Amount (000s)</b>	<b>Percent of Total Loans (%)</b>
Construction and Land Development	4,604	7.9
Secured by Farmland	6,875	11.7
1-4 Family Residential	21,883	37.4
Multi-family (5 or more units) residential	611	1.0
Non-farm, non-residential	14,253	24.3
<b>Total Real Estate Loans</b>	<b>48,226</b>	<b>82.3</b>
Commercial and Industrial	6,521	11.1
Agricultural	391	0.7
Consumer	872	1.5
Obligations of States and Political Subdivisions	1,341	2.3
Other	1,226	2.1
<b>Total Loans</b>	<b>58,577</b>	<b>100.0</b>

As a community-oriented institution, the bank strives to ensure that a complete line of financial products and services are available to meet the deposit and credit needs of the AA. Retail deposit products include consumer checking, savings, money market, health savings accounts, and individual retirement accounts, as well as the traditional variety of business deposit accounts for commercial customers. Banking services consist of bank by mobile phone access, online banking, interactive online mortgage applications, bill payment applications, online check images, 24-hour voice response system, and 24-hour non-deposit taking ATM access at both office locations. Each location also has drive-up facilities. Loan product offerings include home mortgage, business, agricultural, and consumer loans. In addition, the bank extends loans through the USDA Farm Service Agency and Small Business Administration (SBA) federal lending programs. In 2020, GB originated 74 loans totaling \$2,958,000 under the Payroll Protection Program (PPP) offered by the SBA to assist businesses in meeting their payroll expenses during the COVID-19 pandemic.

Examiners did not identify any legal or financial impediments that would hinder the bank's ability to meet the credit needs of the AA. FDIC Examiners rated the bank as "Satisfactory" at the previous CRA Evaluation conducted as of July 28, 2014, using Small Bank Evaluation procedures.

## DESCRIPTION OF ASSESSMENT AREA

GB's AA consists of all 54 census tracts in Brown County and four census tracts located in the most eastern part of Outagamie County, which are adjacent to Brown County. There have been no changes to the AA since the previous evaluation. Brown County is part of the Green Bay, Wisconsin, MSA, while Outagamie County is part of the Appleton, Wisconsin, MSA. While GB's AA includes geographies in two MSAs, examiners included the geographies in this evaluation as a single AA as they are demographically similar. The AA includes 3 low-income census tracts and 16 moderate-income census tracts, which are all located in the Green Bay area and 20 miles north of the closest bank office. The remaining census tracts that comprise the AA are classified as middle- and upper-income, with the exception of one tract with an income designation of "NA". The AA meets the requirements of the CRA regulation and does not arbitrarily exclude any categories of geographies.

### Economic and Demographic Data

The following table reflects demographic and economic information for the AA according to the 2015 American Community Survey (ACS) US Census and D&B data. Examiners used this data to conduct the evaluation.

Demographic Information of the Assessment Area						
Demographic Characteristics	#	Low % of #	Moderate % of #	Middle % of #	Upper % of #	NA* % of #
Geographies (Census Tracts)	58	5.2	27.6	48.3	17.2	1.7
Population by Geography	278,535	2.1	25.9	48.6	22.9	0.4
Housing Units by Geography	115,505	2.4	27.8	48.7	21.1	0.0
Owner-Occupied Units by Geography	73,142	1.1	21.3	52.8	24.8	0.0
Occupied Rental Units by Geography	36,074	4.4	40.0	40.8	14.8	0.0
Vacant Units by Geography	6,289	5.6	33.1	46.6	14.6	0.0
Businesses by Geography	15,786	3.1	26.6	47.6	22.6	0.0
Farms by Geography	690	0.9	13.5	55.1	30.6	0.0
Family Distribution by Income Level	71,754	19.6	18.2	21.7	40.5	0.0
Household Distribution by Income Level	109,216	22.5	17.0	18.9	41.7	0.0
Median Family Income MSA - 11540 Appleton, WI MSA		\$73,709	Median Housing Value			\$159,529
Median Family Income MSA - 24580 Green Bay, WI MSA		\$67,666	Median Gross Rent			\$721
			Families Below Poverty Level			8.3%
<i>Source: 2015 ACS and 2019 D&amp;B Data</i> <i>Due to rounding, totals may not equal 100.0%</i> <i>(*) The NA category consists of geographies that have not been assigned an income classification.</i>						

Information from the Wisconsin Realtors Association indicates that housing sales prices have steadily increased in the AA since the previous evaluation with median housing pricing being significantly higher.

Area	Median Housing Cost 2013	Median Housing Cost 2019	Increase (%)
Brown County	\$137,000	\$195,000	42%
Outagamie County	\$133,000	\$184,950	39%
State of Wisconsin	\$143,500	\$197,000	37%

The median family incomes have also increased but at a lower rate. The 2019 median family income levels for the AA are shown in the following table:

Median Family Income Ranges				
Median Family Incomes	Low <\$0%	Moderate 50% to <80%	Middle 80% to <120%	Upper ≥120%
<b>Appleton, WI MSA Median Family Income (11540)</b>				
2019 (\$83,800)	<\$41,900	\$41,900 to <\$67,040	\$67,040 to <\$100,560	≥\$100,560
<b>Green Bay, WI MSA Median Family Income (24580)</b>				
2019 (\$81,300)	<\$40,650	\$40,650 to <\$65,040	\$65,040 to <\$97,560	≥\$97,560
<i>Source: FFIEC</i>				

The median family incomes for Appleton and Green Bay in 2013 were \$72,200 and \$65,500, respectively. The current levels represent a 16 percent (Appleton) and 24 percent (Green Bay) increase. The greater increase in housing prices when compared to income levels indicates that families making a low- or moderate-income amount may have a difficult time affording a home purchase.

The following table shows unemployment data from Wisconsin’s Department of Workforce Development. The rates for June 2020 are high due to the COVID-19 pandemic. Prior to the impact of the pandemic, both Brown and Outagamie Counties were experiencing their longest run of improved economic conditions.

Area	Unemployment Rate December 2019	Unemployment Rate June 2020
Brown County	2.9%	8.8%
Outagamie County	2.8%	7.7%
State of Wisconsin	3.2%	8.9%
United States	3.4%	11.2%

According to the 2019 D&B data, of the 15,786 businesses in the AA, 78.6 percent generated \$1 million or less in gross annual revenue. According to Wisconsin’s Department of Workforce Development, the principal industries in the AA are education and health; trade, transportation, utilities; and manufacturing. Major employers in Brown County are Bellin Health, Humana Inc., Schneider, the Oneida Nation, and Aurora Health Care. Major employers in Outagamie County



include ThedaCare, Affinity Health System, Kimberly-Clark Corporation and Thrivent Financial for Lutherans.

### **Competition**

There is a significant amount of competition in the bank's AA for loans and deposits. According to the FDIC's Deposit Market Share Reports as of June 30, 2019, the top five entities in Brown County and Outagamie County are large national institutions. The top three of these institutions capture over 66 percent of the deposits in Brown County and over 57 percent of the deposits in both counties combined. GB captured approximately one percent of the deposits in Brown County and less than one percent in the two counties combined.

### **Community Contacts**

Examiners reviewed two recent community contacts to aid in ascertaining area banking activities, credit needs and opportunities. One contact represented a housing authority and the second contact represented an economic development agency in the AA. Both contacts indicated that there is a need for affordable housing in the area. The current apartment buildings are either occupied or too expensive for lower-income families to afford. One of the contacts indicated that projects currently in process should provide a significant number of affordable units. The contacts indicated that businesses are struggling, due to the COVID-19 pandemic. Start-up businesses need financing but often lack the collateral necessary to obtain a loan. Both contacts indicated that the area financial institutions are doing what they can to meet the credit needs of both the housing and business markets. The PPP loans offered through many of the institutions were vital to many small businesses in the area.

### **Credit Needs**

Examiners identified a need for affordable housing and small business loans in the AA based on economic and demographic information and information obtained from the community contacts.

## **SCOPE OF EVALUATION**

### **General Information**

Examiners used Small Bank Evaluation procedures to evaluate GB's CRA performance. These procedures were also used for the most recent evaluation on July 28, 2014. GB received a Satisfactory rating at that evaluation. The scope for this evaluation is from that date to September 11, 2020.

### **Activities Reviewed**

Examiners reviewed all home mortgage loans in 2018 and 2019 (as reported on the bank's Home Mortgage Disclosure Act (HMDA) 2018 and 2019 Loan Application Registers) and all small business loans originated or renewed in 2019. These categories are the primary lending focus of

GB as they represented 38.4 percent and 35.4 percent of the total loan portfolio on June 30, 2020, respectively. Agriculture and consumer loans are not a lending focus of the bank and represent only nominal portions of the loan portfolio; therefore, these loans were not included in this evaluation. The following table shows the number of loans included in this review.

Loan Type	Number of Loans	Dollar Volume of Loans (000)
Home Mortgage 2018	70	8,275
Home Mortgage 2019	67	9,772
Small Business 2019	56	6,669

Examiners placed equal weight on the home mortgage and small business loans. Because 2018 and 2019 home mortgage lending is similar, examiners present only 2019 data in this report, as it is the most recent year for which comparable aggregate data is available. D&B data from 2019 provided a standard of comparison for the bank’s small business lending activity, while aggregate HMDA data and 2015 American Community Survey (ACS) Census Data provided a standard of comparison for the bank’s home mortgage lending activity.

## CONCLUSIONS ON PERFORMANCE CRITERIA

### LENDING TEST

GB demonstrates reasonable performance under the Lending Test. Examiners based this conclusion on AA concentration, as well as the distribution of home mortgage and small business loans among census tracts of different income levels, borrowers of different income levels and businesses of different sizes.

### Loan-to-Deposit Ratio

The LTD ratio is reasonable given the institution’s size, financial condition, and AA credit needs and opportunities. The bank’s LTD ratio, calculated from Call Report data, averaged 60.8 percent over the past 24 calendar quarters from September 30, 2014 to June 30, 2020. This ratio ranged from a low of 54.6 percent on December 31, 2014 to a high of 70.6 percent on March 31, 2019. The bank’s average LTD ratio is comparable to similarly situated banks based on size, location and product offerings as shown in the table below.

Loan-to-Deposit Ratio Comparison		
Bank	Total Assets as of 06/30/2020 (\$000s)	Average Net LTD Ratio (%)
GreenLeaf Bank	114,011	60.82
Similarly-Situated Institution #1	67,895	43.2
Similarly-Situated Institution #2	115,127	90.0
Similarly-Situated Institution #3	126,387	76.3

*Source: Reports of Condition and Income 9/30/14 through 06/30/20*

**Assessment Area Concentration**

GB originated a majority of its home mortgage and small business loans in the AAs.

Lending Inside and Outside of the Assessment Area										
Loan Category	Number of Loans				Total #	Dollar Amount of Loans \$(000s)				Total \$(000s)
	Inside		Outside			Inside		Outside		
	#	%	#	%		\$	%	\$	%	
Home Mortgage										
2018	52	74.3	18	25.7	70	6,306	76.2	1,970	23.8	8,275
2019	47	70.1	20	29.9	67	7,621	78.0	2,152	22.0	9,772
<b>Subtotal</b>	<b>99</b>	<b>72.3</b>	<b>38</b>	<b>27.7</b>	<b>137</b>	<b>13,926</b>	<b>77.2</b>	<b>4,121</b>	<b>22.8</b>	<b>18,047</b>
Small Business 2019	46	82.1	10	17.9	56	4,170	62.5	2,499	37.5	6,669

*Source: Bank Data  
Due to rounding, totals may not equal 100.0%*

**Geographic Distribution**

The geographic distribution of home mortgage and small business loans reflects reasonable dispersion throughout the AA. Examiners focused on the percentage of loans, by number, originated in low- and moderate-income census tracts.

**Home Mortgage Loans**

The geographic distribution of home mortgage loans reflects reasonable dispersion throughout the AA, despite performance in low- and moderate-income census tracts trailing demographic data and aggregate performance.

The low- and moderate-income census tracts are located in downtown Green Bay, a considerable distance from the bank’s two office locations, which are in an upper-income census tract in southern Brown County. There is also a significant amount of competition from numerous large national institutions in Brown County. The three largest national banks captured over 66 percent of the deposits in Brown County while GB has only one percent.

Geographic Distribution of Home Mortgage Loans						
Tract Income Level	% of Owner-Occupied Housing Units	Aggregate Performance % of #	#	%	\$(000s)	%
Low						
2019	1.1	1.0	0	0.0	0	0.0
Moderate						
2019	21.3	18.6	6	12.8	761	10.0
Middle						
2019	52.8	50.7	25	53.2	4,292	56.3
Upper						
2019	24.8	29.7	16	34.0	2,568	33.7
Not Available						
2019	0.0	0.0	0	0.0	0	0.0
<b>Totals</b>						
<b>2019</b>	<b>100.0</b>	<b>100.0</b>	<b>47</b>	<b>100.0</b>	<b>7,621</b>	<b>100.0</b>

*Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%*

### Small Business Loans

Small business loan dispersion throughout the AA is poor. The bank's performance primarily in the moderate-income census tracts is substantially less than the percentage of business located in those tracts.

Geographic Distribution of Small Business Loans					
Tract Income Level	% of Businesses	#	%	\$(000s)	%
Low					
2019	3.1	0	0.0	0	0.0
Moderate					
2019	26.6	2	4.3	197	4.7
Middle					
2019	47.6	17	37.0	1,173	28.1
Upper					
2019	22.6	27	58.7	2,800	67.2
<b>Totals</b>					
<b>2019</b>	<b>100.0</b>	<b>46</b>	<b>100.0</b>	<b>4,170</b>	<b>100.0</b>

*Source: 2019 D&B Data; Bank Data; "--" data not available.  
Due to rounding, totals may not equal 100.0%*

Although the low- and moderate-income census tracts are not located close to the bank's offices and there is a significant amount of competition, the bank's lending in these census tracts should more closely reflect the percentages of businesses located there.

**Borrower Profile**

GB has reasonably dispersed home mortgage and small business loans among borrowers of different income levels and businesses of different sizes.

**Home Mortgage Loans**

The distribution of home mortgage loans to individuals of different income levels, including low- and moderate-income borrowers, is reasonable.

<b>Distribution of Home Mortgage Loans by Borrower Income Level</b>						
<b>Borrower Income Level</b>	<b>% of Families</b>	<b>Aggregate Performance % of #</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
Low						
2019	19.6	9.6	2	4.3	184	2.4
Moderate						
2019	18.2	22.5	9	19.1	1,061	13.9
Middle						
2019	21.7	23.0	9	19.1	1,436	18.8
Upper						
2019	40.5	31.1	19	40.4	4,123	54.1
Not Available						
2019	0.0	13.7	8	17.0	818	10.7
<b>Totals</b>						
<b>2019</b>	<b>100.0</b>	<b>100.0</b>	<b>47</b>	<b>100.0</b>	<b>7,621</b>	<b>100.0</b>

*Source: 2015 ACS; Bank Data, 2019 HMDA Aggregate Data, "--" data not available.  
Due to rounding, totals may not equal 100.0%*

GB's concentration of home mortgage loans among low-income borrowers trails the aggregate lending performance and the demographic composition of the AA. Nonetheless, the bank's performance is reasonable for a number of reasons. A low-income family in the AA would not likely qualify for a mortgage loan under conventional underwriting standards, especially considering the high median housing costs. This limits the demand and opportunity for loans to low-income families. Additionally, the percentage of low-income families includes those families living below the poverty level (8.3 percent). Due to their limited financial resources, families with incomes below the poverty level generally do not have the capacity to support a home mortgage, further limiting the demand and opportunity for loans to low-income borrowers.

GB's concentration of home mortgage loans to moderate-income individuals is comparable to aggregate performance, as well as the demographic composition of the AA.

A significant volume of low- and moderate-income borrowers reside in or very near Green Bay, which is at least 15 miles from the Greenleaf office and approximately 20 miles from Wrightstown. The distance of the bank's offices from Green Bay, combined with strong competition, impacts the bank's opportunity to lend to the low- and moderate-income borrowers in the AA. A review of lending activity in the four CTs immediately surrounding the bank's offices, where much of the bank's lending activity occurs, shows that 10.5 percent of the families in these tracts were low-income and 14.1 percent were moderate-income. Additionally, aggregate data showed that 3.9 percent of the competitor banks' loans were to low-income borrowers, with an additional 13.9 percent to moderate-income borrowers. The bank originated one HMDA reportable loan to a low-income borrower (3.7%) and all nine loans to moderate-income borrowers (33.3%) in these tracts. The bank's performance in these four tracts is more closely aligned to, or even better than, both the aggregate and demographic data.

Small Business Loans

GB's distribution of small business loans reflects reasonable penetration among businesses with gross annual revenues of \$1 million or less, considering the significant amount of competition from large national banks in the AA. Further, the D&B data reflects only the number of businesses within the AA, not the number that are seeking financing.

<b>Distribution of Small Business Loans by Gross Annual Revenue Category</b>					
<b>Gross Revenue Level</b>	<b>% of Businesses</b>	<b>#</b>	<b>%</b>	<b>\$(000s)</b>	<b>%</b>
<b>&lt;=\$1,000,000</b>					
2019	78.6	29	63.0	2,744	65.8
<b>&gt;1,000,000</b>					
2019	8.4	17	37.0	1,426	34.2
<b>Revenue Not Available</b>					
2019	13.0	--	--	--	--
<b>Totals</b>					
2019	100.0	46	100.0	4,170	100.0

*Source: 2019 D&B Data; Bank Data: "--" data not available.  
Due to rounding, totals may not equal 100.0%*

According to the community contacts, small businesses in the AA that qualify for financing are obtaining the loans that they need.

Response to Complaints

The bank has not received any CRA-related complaints since the previous evaluation; therefore, this criterion did not affect the rating.

## **DISCRIMINATORY OR OTHER ILLEGAL CREDIT PRACTICES REVIEW**

Examiners did not identify any evidence of discriminatory or other illegal credit practices inconsistent with helping meet community credit needs; therefore, this consideration did not affect the institution's overall CRA rating.

### **APPENDICES**

#### **SMALL BANK PERFORMANCE CRITERIA**

##### **Lending Test**

The Lending Test evaluates the bank's record of helping to meet the credit needs of its assessment area(s) by considering the following criteria:

- 1) The bank's loan-to-deposit ratio, adjusted for seasonal variation, and, as appropriate, other lending-related activities, such as loan originations for sale to the secondary markets, community development loans, or qualified investments;
- 2) The percentage of loans, and as appropriate, other lending-related activities located in the bank's assessment area(s);
- 3) The geographic distribution of the bank's loans;
- 4) The bank's record of lending to and, as appropriate, engaging in other lending-related activities for borrowers of different income levels and businesses and farms of different sizes; and
- 5) The bank's record of taking action, if warranted, in response to written complaints about its performance in helping to meet credit needs in its assessment area(s).

### **GLOSSARY**

**Aggregate Lending:** The number of loans originated and purchased by all reporting lenders in specified income categories as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

**American Community Survey (ACS):** A nationwide United States Census survey that produces demographic, social, housing, and economic estimates in the form of five year estimates based on population thresholds.

**Area Median Income:** The median family income for the MSA, if a person or geography is located in an MSA; or the statewide nonmetropolitan median family income, if a person or geography is located outside an MSA.

**Assessment Area:** A geographic area delineated by the bank under the requirements of the Community Reinvestment Act.

**Census Tract:** A small, relatively permanent statistical subdivision of a county or equivalent entity. The primary purpose of census tracts is to provide a stable set of geographic units for the presentation of statistical data. Census tracts generally have a population size between 1,200 and 8,000 people, with an optimum size of 4,000 people. Census tract boundaries generally follow visible and identifiable features, but they may follow nonvisible legal boundaries in some instances. State and county boundaries always are census tract boundaries.

**Combined Statistical Area (CSA):** A combination of several adjacent metropolitan statistical areas or micropolitan statistical areas or a mix of the two, which are linked by economic ties.

**Consumer Loan(s):** A loan(s) to one or more individuals for household, family, or other personal expenditures. A consumer loan does not include a home mortgage, small business, or small farm loan. This definition includes the following categories: motor vehicle loans, credit card loans, home equity loans, other secured consumer loans, and other unsecured consumer loans.

**Core Based Statistical Area (CBSA):** The county or counties or equivalent entities associated with at least one core (urbanized area or urban cluster) of at least 10,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties with the counties associated with the core. Metropolitan and Micropolitan Statistical Areas are the two categories of CBSAs.

**Family:** Includes a householder and one or more other persons living in the same household who are related to the householder by birth, marriage, or adoption. The number of family households always equals the number of families; however, a family household may also include non-relatives living with the family. Families are classified by type as either a married-couple family or other family. Other family is further classified into "male householder" (a family with a male householder and no wife present) or "female householder" (a family with a female householder and no husband present).

**FFIEC-Estimated Income Data:** The Federal Financial Institutions Examination Council (FFIEC) issues annual estimates which update median family income from the metropolitan and nonmetropolitan areas. The FFIEC uses American Community Survey data and factors in information from other sources to arrive at an annual estimate that more closely reflects current economic conditions.

**Full-Scope Review:** A full-scope review is accomplished when examiners complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is analyzed considering performance context, quantitative factors (e.g., geographic distribution, borrower profile, and total number and dollar amount of investments), and qualitative factors (e.g., innovativeness, complexity, and responsiveness).

**Geography:** A census tract delineated by the United States Bureau of the Census in the most recent decennial census.

**Home Mortgage Disclosure Act (HMDA):** The statute that requires certain mortgage lenders that do business or have banking offices in a metropolitan statistical area to file annual summary reports



of their mortgage lending activity. The reports include such data as the race, gender, and the income of applicants; the amount of loan requested; and the disposition of the application (approved, denied, and withdrawn).

**Home Mortgage Loans:** Includes closed-end mortgage loans or open-end line of credits as defined in the HMDA regulation that are not an excluded transaction per the HMDA regulation.

**Housing Unit:** Includes a house, an apartment, a mobile home, a group of rooms, or a single room that is occupied as separate living quarters.

**Limited-Scope Review:** A limited scope review is accomplished when examiners do not complete all applicable interagency examination procedures for an assessment area. Performance under applicable tests is often analyzed using only quantitative factors (e.g., geographic distribution, borrower profile, total number and dollar amount of investments, and branch distribution).

**Low-Income:** Individual income that is less than 50 percent of the area median income, or a median family income that is less than 50 percent in the case of a geography.

**Market Share:** The number of loans originated and purchased by the institution as a percentage of the aggregate number of loans originated and purchased by all reporting lenders in the metropolitan area/assessment area.

**Median Income:** The median income divides the income distribution into two equal parts, one having incomes above the median and other having incomes below the median.

**Metropolitan Division (MD):** A county or group of counties within a CBSA that contain(s) an urbanized area with a population of at least 2.5 million. A MD is one or more main/secondary counties representing an employment center or centers, plus adjacent counties associated with the main/secondary county or counties through commuting ties.

**Metropolitan Statistical Area (MSA):** CBSA associated with at least one urbanized area having a population of at least 50,000. The MSA comprises the central county or counties or equivalent entities containing the core, plus adjacent outlying counties having a high degree of social and economic integration with the central county or counties as measured through commuting.

**Middle-Income:** Individual income that is at least 80 percent and less than 120 percent of the area median income, or a median family income that is at least 80 and less than 120 percent in the case of a geography.

**Moderate-Income:** Individual income that is at least 50 percent and less than 80 percent of the area median income, or a median family income that is at least 50 and less than 80 percent in the case of a geography.

**Multi-family:** Refers to a residential structure that contains five or more units.

**Nonmetropolitan Area** (also known as **non-MSA**): All areas outside of metropolitan areas. The definition of nonmetropolitan area is not consistent with the definition of rural areas. Urban and rural classifications cut across the other hierarchies. For example, there is generally urban and rural territory within metropolitan and nonmetropolitan areas.

**Owner-Occupied Units:** Includes units occupied by the owner or co-owner, even if the unit has not been fully paid for or is mortgaged.

**Rated Area:** A rated area is a state or multistate metropolitan area. For an institution with domestic branches in only one state, the institution's CRA rating would be the state rating. If an institution maintains domestic branches in more than one state, the institution will receive a rating for each state in which those branches are located. If an institution maintains domestic branches in two or more states within a multistate metropolitan area, the institution will receive a rating for the multistate metropolitan area.

**Rural Area:** Territories, populations, and housing units that are not classified as urban.

**Small Business Loan:** A loan included in "loans to small businesses" as defined in the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$1 million or less and are either secured by nonfarm nonresidential properties or are classified as commercial and industrial loans.

**Small Farm Loan:** A loan included in "loans to small farms" as defined in the instructions for preparation of the Consolidated Report of Condition and Income (Call Report). These loans have original amounts of \$500,000 or less and are either secured by farmland, including farm residential and other improvements, or are classified as loans to finance agricultural production and other loans to farmers.

**Upper-Income:** Individual income that is 120 percent or more of the area median income, or a median family income that is 120 percent or more in the case of a geography.

**Urban Area:** All territories, populations, and housing units in urbanized areas and in places of 2,500 or more persons outside urbanized areas. More specifically, "urban" consists of territory, persons, and housing units in places of 2,500 or more persons incorporated as cities, villages, boroughs (except in Alaska and New York), and towns (except in the New England states, New York, and Wisconsin).

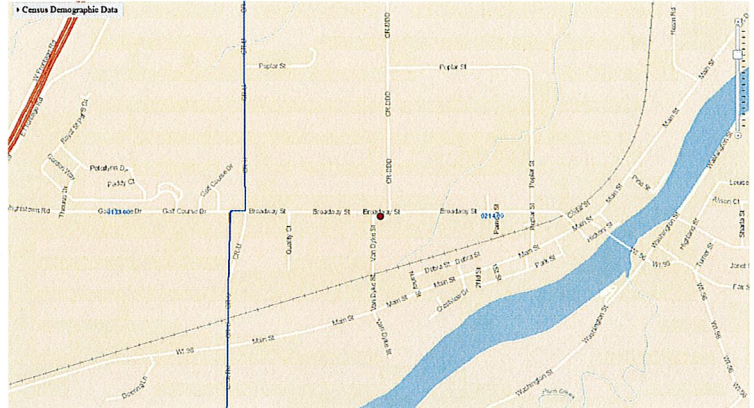
"Urban" excludes the rural portions of "extended cities"; census designated place of 2,500 or more persons; and other territory, incorporated or unincorporated, including in urbanized areas.

## Branches:

### Wrightstown Branch

1165 Broadway Street

Wrightstown, WI 54180

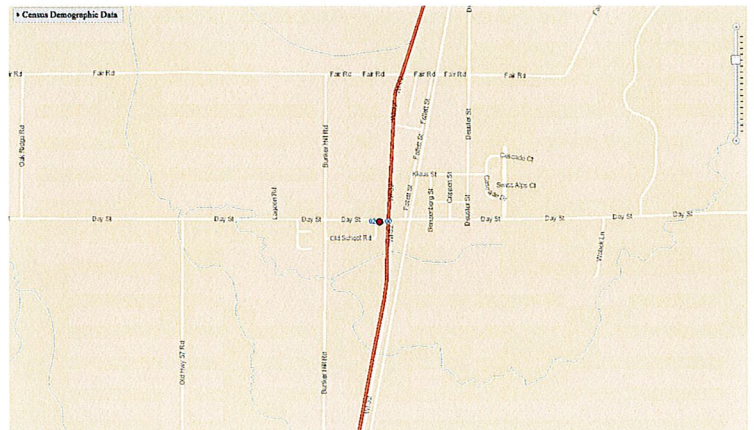


Address	1165 BROADWAY ST, WRIGHTSTOWN, WI, 54180
MSA/MD Code	24580
State Code	55
County Code	009
Tract Code	0214.00
MSA/MD Name	GREEN BAY, WI
State Name	WISCONSIN
County Name	BROWN COUNTY

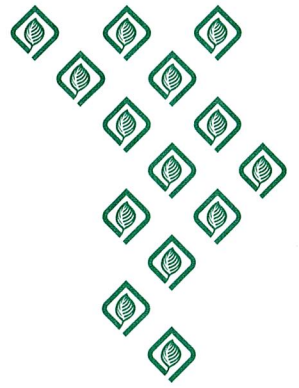
### Greenleaf Branch

1608 Day Street

Greenleaf, WI 54126



Address	1608 DAY ST, GREENLEAF, WI, 54126
MSA/MD Code	24580
State Code	55
County Code	009
Tract Code	0214.00
MSA/MD Name	GREEN BAY, WI
State Name	WISCONSIN
County Name	BROWN COUNTY



**GreenLeaf Bank had no branches opened or closed during 2021, 2022, or 2023.**





## Services:

### **Personal Checking Accounts**

Essential Checking, Smart Money Checking, Achieve Checking

### **Personal Savings Accounts**

Personal Savings, Easy Access Money Market, Certificates of Deposit, Christmas Club, Health Savings Account

### **Business Deposit Accounts**

Essential Business Checking, Greenleaf Community Checking, Smart Money Business Checking

### **Business Savings Accounts**

Business Savings, Easy Access Business Money Market, Business Certificate of Deposit

### **Loan Services**

Consumer Installment Loans: Autos, cycles, recreational vehicles and unsecured loans comprise this category. Interest rates vary according to length of loan, age and condition of collateral, and whether the loan is charged directly from customers accounts. The Bank charges NO fees for this type loan.

**First Lien Real Estate:** Interest rates on first lien real estate vary depending on the length and type of loan. Closing costs include an origination fee of \$400.00. Construction loans have a \$1,000.00 or .5% origination fee.

Included in the first lien real estate category are our fixed rate loans, which are sold to the secondary market. The Bank charges a \$400.00 origination fee for this type loan.

**Junior Lien Real Estate:** Home Equity Loans have interest rates based on the length of the loan and are fixed for a specified period of time. There is a \$100.00 closing fee.

Open end Home Equity Loans have a variable rate based on the Wall Street Journal's Prime Interest Rate. There is a \$35.00 annual fee, waived the first year.

Home Equity Loans have interest rates based on the length of the loan and are fixed for a specified period of time. Closing fees begin at \$100.

Open end Home Equity Loans have a variable rate based on the Wall Street Journal's Prime Interest Rate. There is a \$35.00 annual fee, waived the first year.

**Business Loans:** Interest rates and closing costs depend on the type of business loan. Commercial real estate will have an origination fee of up to 1% and a closing fee of up to \$100.00. The interest rate is determined by loan grade. Other commercial loans typically use a variable rate and usually have limited closing costs.

**Farm/Agricultural Loans:** Farm real estate loans have an origination fee up to 1%. Interest rates are determined by loan grade. Farm personal property is based on a variable rate, and usually has limited closing costs.

**Municipal Loans:** Municipal loans are given to local government agencies with interest rates based on current municipal funding services and limited closing fees.



**Fee Schedule**  
effective July 30, 2020

**Checking / Savings / Money Market Accounts**

Account Research/Reconciliation per hour (minimum one hour)	\$25.00
Activity Printouts	\$2.00
Deposited Items Returned Unpaid/per item	\$10.00
Emergency Checks per check (limit 4 checks)	\$ .50
Overdraft/NSF*—Maximum 4 items per day	
Overdraft/NSF Returned Fee/per item	\$25.00
Overdraft/NSF Paid Fee/per item	\$35.00
Overdraft Protection	
From GLB Account	\$7.00
From LOC Account/per year	\$25.00
Reproduce Account Information/per item	\$2.00
Reproduce Statement	\$5.00
Stop Payment Request/per item	\$25.00
Excess Withdrawal Fee per item	\$10.00

**Health Savings (HSA)/Individual Retirement Accounts (IRA)**

Closed within 1 year of opening (HSA)	\$25.00
Closed within 1 year of opening (IRA)	\$75.00
Excess Contribution/Withdrawal Corrections	\$25.00

**Automated Teller Machine (ATM)**

International Transaction Fee	1% transaction
Reissue of Debit Card	\$7.00
Reissue of PIN Mailer	\$5.00
Replacement Card Number, PIN	\$12.00

**Electronic Banking**

Bill Pay	Free
Check Images	Free
eStatements	Free
Mobile Banking	Free
Online Banking	Free
Telephone Banking	Free

\*Overdraft/NSF's can be created by check, in person withdrawal, ATM withdrawal, or electronic means.

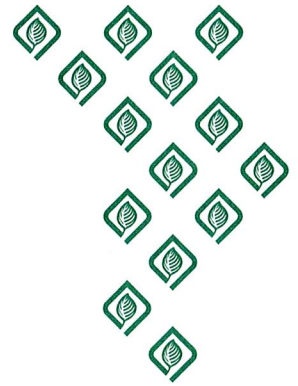
**Miscellaneous Service Fees**

Account Closed Within 90 Days of Opening	\$20.00
Address Change-No Notification	\$5.00
Bond of Indemnity	\$10.00
Cashiers Check (Customer Only)	\$5.00
Check Cashing-Non Customer drawn on GLB (with valid ID)	\$1.00/hundred
Coin Counting-Customer	Free
Coin Counting-Non Customer (valid ID/phone number)	\$2.00/hundred
Collections—Incoming/Outgoing/per item	\$30.00
Currency/Coin Purchases-Customers	Free
Currency/Coin Purchases-Non Customers	\$.25/roll, \$50./strap
Express Mail	Cost
Fax-Incoming	\$1.00/page
Fax-Outgoing	\$2.00/page
Foreign Currency (Customer Only)	
Buy	\$10 + FedEx Fee
Sell	\$10.00
Foreign Check Collection	\$10.00
Legal Levies & Garnishments	\$75.00
Night Depository Service	Free
Night Depository Replacement Key	\$10.00
Notary Service (Customer)	Free
Notary Service (Non Customer)	\$.50
Photocopies Black & White/per copy	\$.50
Photocopies Color/per copy	\$1.00
Safe Deposit Box Lease (one year)	Varies by size
Drilling Charge	\$25.00 + cost
Replacement Key	\$20.00
Late Fee	\$10.00
Signature Guarantee (Customers Only)	Free
Wire Transfers (Customer Only)	
Incoming	\$10.00
Outgoing	\$25.00
International In/Out	\$35.00



Grow. Together.  
[www.greenleaf.bank](http://www.greenleaf.bank)





# HOURS

## ***LOBBY HOURS***

**Monday – Friday:**

**8:30 am – 5:00 pm**

**Saturday: Closed**

## ***MAILING ADDRESS***

**PO Box 260**

**Greenleaf, WI 54126**

## ***DRIVE-IN HOURS***

**Monday – Friday:**

**8:00 am – 5:00 pm**

**Saturday:**

**8:30 am – 12:00 pm**

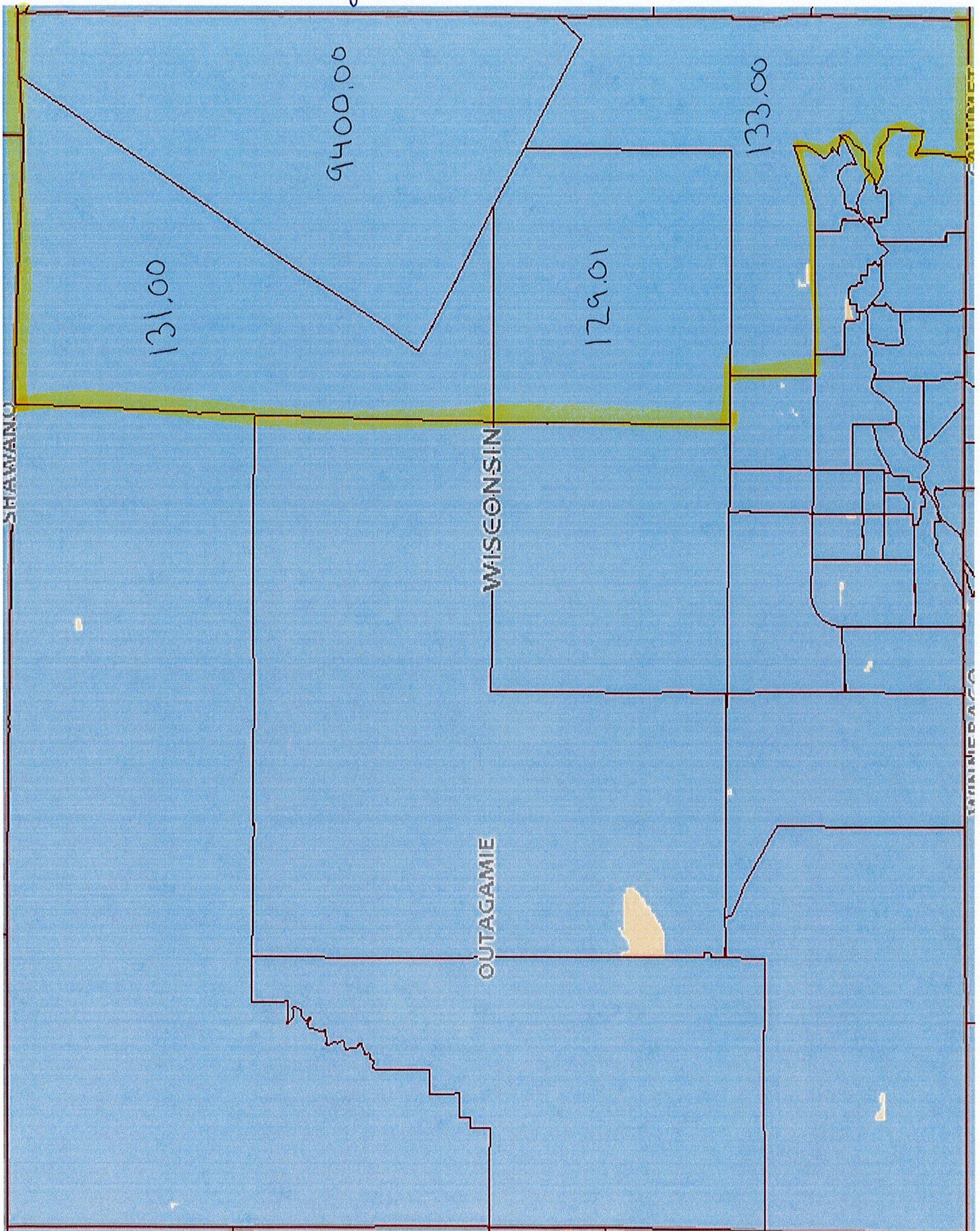
***ATM Located at both offices:***

**Available 24 hours a day, 7 days a week**



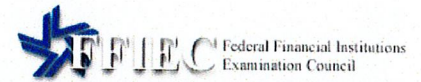


outagamie Tracts





2020 FFIEC Census Report - Summary Census Demographic Information  
 State: 55 - WISCONSIN (WI)  
 County: 009 - BROWN COUNTY



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2020 FFIEC Est. MSA/MD non-MSA/MD Median Family Income	2020 Est. Tract Median Family Income	2015 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	009	0001.00	Moderate	No	53.24	\$81,600	\$43,444	\$36,029	2795	40.82	1141	494	1133
55	009	0002.00	Moderate	No	64.65	\$81,600	\$52,754	\$43,750	6393	17.75	1135	1763	2259
55	009	0003.02	Middle	No	81.62	\$81,600	\$66,602	\$55,234	4421	21.26	940	1085	1320
55	009	0003.03	Moderate	No	71.50	\$81,600	\$58,344	\$48,385	2855	34.61	988	538	732
55	009	0004.01	Moderate	No	62.53	\$81,600	\$51,024	\$42,315	4591	25.83	1186	845	1649
55	009	0004.02	Middle	No	97.50	\$81,600	\$79,560	\$65,978	2264	7.82	177	759	1003
55	009	0005.00	Middle	No	85.34	\$81,600	\$69,637	\$57,750	3269	22.64	740	763	1183
55	009	0006.00	Moderate	No	75.86	\$81,600	\$61,902	\$51,332	4077	19.55	797	1520	1814
55	009	0007.00	Moderate	No	76.39	\$81,600	\$62,334	\$51,695	4867	21.55	1049	1446	2039
55	009	0008.00	Low	No	49.77	\$81,600	\$40,612	\$33,682	1781	41.27	735	231	709
55	009	0009.00	Moderate	No	61.34	\$81,600	\$50,053	\$41,512	4221	51.48	2173	710	1485
55	009	0010.00	Middle	No	114.53	\$81,600	\$93,456	\$77,500	1205	22.49	271	218	259
55	009	0011.00	Low	No	40.64	\$81,600	\$33,162	\$27,500	2039	41.34	843	333	773
55	009	0012.00	Low	No	37.84	\$81,600	\$30,877	\$25,610	2038	48.48	988	212	896
55	009	0013.00	Moderate	No	62.52	\$81,600	\$51,016	\$42,308	2997	24.96	748	516	1025
55	009	0014.00	Moderate	No	73.37	\$81,600	\$59,870	\$49,653	3826	32.72	1252	1091	1599
55	009	0016.00	Moderate	No	54.98	\$81,600	\$44,864	\$37,206	6070	54.63	3316	1347	1810
55	009	0017.01	Moderate	No	67.57	\$81,600	\$55,137	\$45,722	3595	59.22	2129	504	971
55	009	0017.02	Moderate	No	70.88	\$81,600	\$57,838	\$47,963	3789	40.41	1531	424	893
55	009	0018.01	Middle	No	118.04	\$81,600	\$96,321	\$79,875	5012	19.79	992	1158	1458
55	009	0018.02	Upper	No	129.56	\$81,600	\$105,721	\$87,672	5873	5.82	342	1310	1576
55	009	0020.01	Middle	No	98.17	\$81,600	\$80,107	\$66,429	8471	22.90	1940	2412	2920
55	009	0020.02	Middle	No	100.83	\$81,600	\$82,277	\$68,229	5141	24.63	1266	1192	1611
55	009	0020.03	Middle	No	104.43	\$81,600	\$85,215	\$70,667	3458	11.28	390	914	1094
55	009	0101.00	Upper	No	122.99	\$81,600	\$100,360	\$83,227	5966	9.91	591	1789	2111
55	009	0102.01	Middle	No	105.59	\$81,600	\$86,161	\$71,450	4645	12.72	591	766	1017

\* Will automatically be included in the 2021 Distressed or Underserved Tract List

State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2020 FFIEC Est.MSA/MD non-MSA/MD Median Family Income	2020 Est. Tract Median Family Income	2015 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	009	0102.02	Middle	No	94.08	\$81,600	\$76,769	\$63,664	5072	8.00	406	1141	1676
55	009	0103.00	Middle	No	114.70	\$81,600	\$93,595	\$77,619	6637	10.37	688	1751	2273
55	009	0201.00	Middle	No	119.66	\$81,600	\$97,643	\$80,975	5622	3.02	170	2167	2501
55	009	0202.03	Middle	No	115.31	\$81,600	\$94,093	\$78,029	6485	2.53	164	2017	2497
55	009	0202.04	Upper	No	146.88	\$81,600	\$119,854	\$99,394	5302	1.64	87	1868	1930
55	009	0205.02	Moderate	No	75.69	\$81,600	\$61,763	\$51,223	5576	22.44	1251	899	1306
55	009	0205.03	Middle	No	102.68	\$81,600	\$83,787	\$69,483	8138	13.20	1074	2368	2722
55	009	0205.04	Upper	No	138.13	\$81,600	\$112,714	\$93,472	4954	3.47	172	1476	1676
55	009	0206.00	Middle	No	114.82	\$81,600	\$93,693	\$77,695	5107	3.90	199	1583	1962
55	009	0207.02	Upper	No	150.05	\$81,600	\$122,441	\$101,535	6839	8.86	606	1701	2056
55	009	0207.03	Middle	No	107.90	\$81,600	\$88,046	\$73,018	7025	6.56	461	2224	2652
55	009	0207.04	Moderate	No	73.54	\$81,600	\$60,009	\$49,762	8023	23.40	1877	1645	2096
55	009	0208.00	Middle	No	112.40	\$81,600	\$91,718	\$76,061	2459	16.43	404	790	961
55	009	0209.00	Middle	No	98.60	\$81,600	\$80,458	\$66,719	2681	22.64	607	1045	1173
55	009	0210.00	Upper	No	133.04	\$81,600	\$108,561	\$90,025	2644	5.14	136	999	1098
55	009	0211.00	Unknown	No	0.00	\$81,600	\$0	\$0	1237	64.67	800	0	0
55	009	0212.00	Upper	No	120.57	\$81,600	\$98,385	\$81,587	4926	9.05	446	1659	1889
55	009	0213.01	Middle	No	103.61	\$81,600	\$84,546	\$70,109	3296	15.05	496	1102	1312
55	009	0213.02	Middle	No	111.12	\$81,600	\$90,674	\$75,197	5972	6.85	409	1901	2482
55	009	0213.03	Moderate	No	54.40	\$81,600	\$44,390	\$36,813	3896	14.68	572	494	819
55	009	0213.04	Upper	No	121.15	\$81,600	\$98,858	\$81,979	2313	12.93	299	475	553
55	009	0214.00	Upper	No	122.84	\$81,600	\$100,237	\$83,125	7974	12.55	1001	2097	2541
55	009	0215.00	Middle	No	111.76	\$81,600	\$91,196	\$75,625	2987	3.78	113	962	1111
55	009	0216.00	Middle	No	110.03	\$81,600	\$89,784	\$74,453	6003	1.68	101	1981	2344
55	009	9400.01	Upper	No	140.69	\$81,600	\$114,803	\$95,206	16909	11.47	1940	4779	5306
55	009	9400.02	Middle	No	117.44	\$81,600	\$95,831	\$79,470	4894	21.70	1062	1325	1724
55	009	9400.03	Middle	No	115.06	\$81,600	\$93,889	\$77,857	3536	19.26	681	829	1110
55	009	9400.04	Middle	No	94.07	\$81,600	\$76,761	\$63,654	2551	22.34	570	752	964

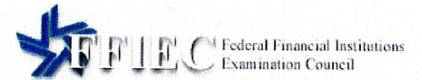
\* Will automatically be included in the 2021 Distressed or Underserved Tract List

2020 FFIEC Census Report - Summary Census Demographic Information

State: 55 - WISCONSIN (WI)

County: 087 - OUTAGAMIE COUNTY

Tract: 0129.01



State Code	County Code	Tract Code	Tract Income Level	Distressed or Underserved Tract	Tract Median Family Income %	2020 FFIEC Est. MSA/MD non-MSA/MD Median Family Income	2020 Est. Tract Median Family Income	2015 Tract Median Family Income	Tract Population	Tract Minority %	Minority Population	Owner Occupied Units	1- to 4-Family Units
55	087	0129.01	Middle	No	112.83	\$86,400	\$97,485	\$83,168	6197	1.71	106	1921	2186
55	087	0131.00	Middle	No	87.69	\$86,400	\$75,764	\$64,640	5710	6.88	393	1549	1931
55	087	0133.00	Middle	No	111.24	\$86,400	\$96,111	\$82,000	7248	5.22	378	1939	2351
55	087	9400.00	Moderate	No	74.24	\$86,400	\$64,143	\$54,722	4663	49.00	2285	1363	1587

\* Will automatically be included in the 2021 Distressed or Underserved Tract List



## HOME MORTGAGE DISCLOSURE ACT

### NOTICE

The HMDA data about our residential mortgage lending are available online for review. The data show geographic distribution of loans and applications; ethnicity, race, sex, age and income of applicants and borrowers; and information about loan approvals and denials. HMDA data for many other financial institutions are also available online. For more information, visit the Consumer Financial Protection Bureau's Web site ([www.consumerfinance.gov/hmda](http://www.consumerfinance.gov/hmda)).

## Loan to Deposit Ratios for Quarter Ending

December 31, 2015	55.27%
March 31, 2016	58.24%
June 30, 2016	59.39%
September 30, 2016	56.10%
December 31, 2016	54.22%
March 31, 2017	57.68%
June 30, 2017	58.01%
September 30, 2017	60.91%
December 31, 2017	62.46%
March 31, 2018	63.87%
June 30, 2018	64.46%
September 30, 2018	66.97%
December 31, 2018	68.66%
March 31, 2019	70.58%
June 30, 2019	68.63%
September 30, 2019	66.81%
December 31, 2019	61.49%
March 31, 2020	60.85%
June 30, 2020	58.62%
September 30, 2020	53.78%
December 31, 2020	50.45%
March 31, 2021	55.08%
June 30, 2021	50.04%
September 30, 2021	52.17%
December 31, 2021	55.35%
March 31, 2022	56.13%
June 30, 2022	61.28%
September 30, 2022	65.03%
December 31, 2022	64.60%
March 31, 2023	72.52%
June 30, 2023	72.93%
September 30, 2023	72.51%
December 31, 2023	75.90%

**Average - Since 12/2015**

**61.55%**